WHOLE EARTH
Software
Catalog & Review

150 Gate Five Road Sausalito, CA 94965 (415) 332-4335

July 30, 1984

Dear Phil,

Thank you very much for your support and encouragement through our production of the WHOLE EARTH SOFTWARE CATALOG. It has been a pleasure to work with you and Doubleday throughout. I have heard that you are pleased with the result, as are we; so this has turned out to be a gratifying experience I think for both of us. We hope (and anticipate) that it will be financially gratifying also, that it sells a million. Anyhow, we are all catching our breath now and enjoying the change of pace, while it lasts.

The final piece of business I need to do with you is to send you an invoice for the film production, your payment of which is not to exceed $30,000. By the way, thank you for your prompt payment for our production costs, half of the film costs, and the second half of the advance. I would like to include here a note of explanation about the film invoice, which is enclosed.

I am sending you a printout of costs we incurred in doing the film for the CATALOG. Prographics, Lithocolor, and Gregory & Falk did some of the four color separation work and some stripping. Concept Color did the bulk of the four color separations

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and Lithographics Consultants did the bulk of the stripping work. Dustin Kahn was our out of house production manager and the reimbursement fees that appear in this category are for courier fees to the stripper and photography that was done specifically for the film production, i.e. changing color slides to black and white.

Not included in this category are figures for postage, federal express, telephone, travel, etc. which I would call a miscellaneous category which is mixed in with the bookkeeping for our the whole corporation. Also, a portion of my salary, which is $3000/month, and of Dustin Kahn's commission, $10,000, should be included because we spent a significant amount of time in making contracts and overseeing the fulfillment of the contracts involved with the printing of the film. Our time was also spent in checking results and moving material on to its next point. There are no salary fees in the enclosed printout, which only includes purchase fees.

If you have any questions about this, please feel free to write or call me any time. Please convey my best wishes to Paul Aaron.

Sincerely,

David Cohn

Business Manager

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INVOICE

From: POINT FOUNDATION

For: Film for the WHOLE EARTH SOFTWARE CATALOG

Billed to:

DOUBLEDAY and Co. Inc.

245 Park Ave.

New York, N.Y. 10167

Attention: Phil Pochoda

Printing purchases	$28,939.68
Miscellaneous	500.00
Wages	
Dustin Kahn	1000.00
David Cohn	1000.00
Total	$31,439.68
Amount agreed upon for payment by Doubleday	$30,000.00
Amount paid by Doubleday, July 19, 1984	15,000.00
Total amount due	$15,000.00